

Insurance, Incentives, and SAFETY



Jonathan "JJ" Greenway

President – Avemco Insurance Company



National Transportation
Safety Board

Safety—Its Own Reward?

Financial incentives for safety

– Should be powerful, right?





Stuff Happens – Who is at fault?





Another Possible Factor

 The "overselling" Your pers CIRRUS



Potential Signs

- Common themes:
 - Argumentative
 - Pushing the limits
 - Last-minute payments
 - Big aircraft "jumps"





Something to Consider

- "Behavior detection"
 - As a positive—not a negative

– Targeting for special incentives?





Avemco's Approach

- We're in the safety business
- Premium credits for training

Small but "real" gain





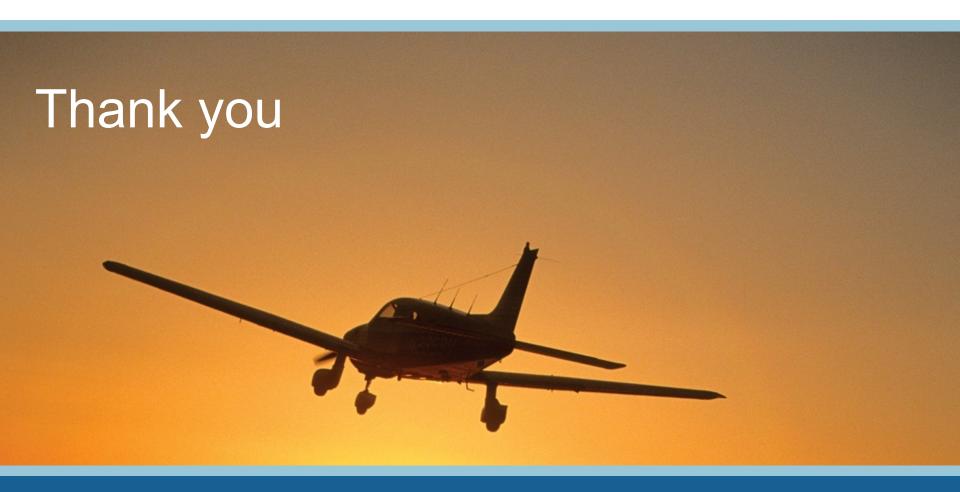
Bottom Line

- Plenty of room, incentive to improve
 - We can help explore solutions









411 Aviation Way, Suite 100 Frederick, Maryland 21701

A subsidiary of HCC Insurance Holdings, Inc.

Avemco® does not provide technical or legal advice. Content is for general information and discussion only, and is not a full analysis of the matters presented. The information provided may not be applicable in all situations, and viewers should always seek specific advice from the FAA and/or appropriate technical and legal experts (including the most current applicable guidelines) before taking any action with respect to any matters discussed herein. In addition, content may solely reflect the view of the presenter and also should not be regarded as technical advice.